# FINANCIALTIMES Landestanken -3 Sparkassen 

## NEWS SUMMARY вевеа <br> Life for Ulster

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needs $1.5 m$ AN






 Hovions and free gitt opgers. .


 No returns

 Licence plan fails
 standards for heavy
Shroud ban

 Briefly

 ITmico Compr hensivit sechool.
Handen. beeniere securitiv guards




## chief price changes yesterday



# Jobless figures rise sharply again as vacancies fall 



| Booth plans |
| :---: |
| new jobs subsidy |
| miximer |
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China to pull out


## Carter SALT warning



## Goodyear stands firm on Glasgow closuré



## In 1010AD Sweyn Forkbeard burnt Northampton to the ground




Paul Lendvai reports from Vienna on the growing succession crisis in Yugoslavia

## From personal to collective rule

WITH TEE death of Edvard -President Tito last Norenber three and each province two unity, socialism and indepenc- in some way connected with the the Tito resimp shati, thit the




 there
deates, of Yringing bome that the
theoretician als marked the 66 Yugoslavia is living in fact, if not in name, more and more under theoretician also
end of an era.
All of the indomitahle Presi.
dent's closest comradesin-arms from the Second World War
partisan movement partisan movement and the
postwar reconstruction are now
either dead or disgraced. The either dead or disgraced. The
latter category incules the
former Vice-presidents,



 party statutes provide for what is hoped will be an orderly transition from the rule of charismatic leader to the rule of institutions99 What we witio in io


## One wing of the Birds Eye salesforce.

For over twenty years, Birds Eye have been using the telephone Bervice their trade customers. BIRDSERE In fact, over a quarter of all their business contacts are made this way They've found that a mix of field and telesales representatives is the most cost-effective way of doing business with all types of shop. And that
ncludes launching new products and promotions under way. Obviously, the phone has coost advantasfes in its favour. And it can cover a lot of ground very quickly. Birds Fye have a national telesales team of over a humdred and fifty and were one of the first to pioneer telephone selling.

## Now, thanks to their example,

 many other companies are following
their lead. Have you had the call?
Werehere tohelpyou.

## German consumers call for farm prices freeze



## Soviet missile threat emphasised

## tge west germain govern.


ystem to balance the miskill
In a lengthy reply to a s series
of pariamentary
Gnviestions, the



 sepond strategic conclusion ni Theaty. isaic. .irrs limita- as well
the continuation of the U.S.viet cinanuation of the U.S.

 apons into. account range it ace with the U.S. that faky fatly

## Bonnacts on chemical pollution

## KY OUR BONN CORRESPONDEN

FRAU ANTJE HUBER the hope to have apprived hy her
West German Minister of Cabinet colleagues. hefore the



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## Get two for the price of none. <br> Mair the coupon below to Madoff \& Sons, and we'll send you trial subscriptions

 markets. Absolutely tree. Money Watcher is a biweekly newsletter reviewing the worldwide currency mar-ket and offring buy/sell recommendations based on solid trading and economics expertise. You'l get six issues, fre
Commodity Outlook is a weekly analysis of commodities, complete with Market Sentiment Index and trading recommendations. We'll send you
fourffee issues.


MADUFF ESONS, INC.



France criticised over EMS delay


## European elections explained to Italians





## AtLloydsBankInternational, everythingwedo addsupto onekindof bank

## Resourceful



$\mathbf{F}^{2}$OR companies and other organisations nationally Lloyds Bank International has many dirferent resources to off in the still of of word-wide . It ies by dre Lloyds Bank Group assess of fl4 bilion, our ability to mobilise funds quickly in a variety
of curnencies and in any of curnencies and in any part of
the world and our deailed knowledge of the international firancial stage-the imporant people, the maarkets, the orportunities All hese add up to
adeph of resources capable of a depth of resources capable of
soking your knotiest financial soking yo
problem-
Eurocurrencyleaders - Orie of our major ssills s is putring togener the right package of Euroxurency finance for our individual customens. In 1977 we
mannged forty syndicated loans
 hive been one of the wordds foremost banks in lead-managing Tyndicated Eurocurrency loans We are underwiters in over $85 \%$ of all Eurobond issues, and we are
active as managers in tis fild. atctive as managers in this field
So you can see that whenever you need finance, it is worthwhile askiny us first aboutgerting the resources together Skills in major project financing
Project finance, while it contains a very large funding element, callis for an ability to mobilisea
wider range of resources purely inancial ones. Feasibility

involvementin this complex aspect of finance is only matched by the skals we can bring to bear Among major projects in which
we have been involved are a large shipyard developmenrin the Republic of Korea, an iron ore mine in Brail, an aluminium streiter in Dubai and a liquefied natural gas plantin Iran

## Exportcredit-

 theknow-howOften a vital part of international financing is the provision of an
export credit package plus the expors credit packace, plus the necesseary guarantes aroumd 25\% of the makket for foreign currency


In addition, we at LBI have expertsin the right places round
the world with the local know:the world with the local know'-
ledge to put resources together nexacdy the right way. This on-the-spot representation by killed professional bankers is one of the major assets of the
bank A major resource, if you like

Alltheservices you need
Supporting these key aspects of oui world-wide activity are all the extra resources we offer in our full range of banking services. For
example, we tackle corporate


## finance from an intemational

 point of view, helping you to raise apital in the mosterficient way or to make. the best use of the Here ourmoney maniagement service plays a vital part, enabling corporate customers to use the banking systems of the world in way that maximises return or minimises borrowing requirebroaden the opportunities available to make the best your existing funds, either shortor long-term. And to complete the catalogue of the resources we have immediately on call for you,ourturst departmenthelps you and your key intermationally-ba
staff to solve a host of legal taxation and insurance proble


LBI-the resourcefulbank Think of resources in the broadest possible terns, and you're Intemational People, skills, assets, in-deph knowlegge, mobilsaic
of the latest techniques and technology - we hive them all And they add up to the sort of international bank we are.


The Lloyds Bank Group has 500 : offices in aill five conuinents, with ouside the UK. Representation is particularly stroug in all the major
financial centres of the world.

## LLOYDS BANK INTERNATIONAL

## International banking at its best

Salisbury airport 'normal' after raid

Four more generals shot in continuing Iran purge


Börder war may halt Vietnam's exploitation of offshore oil



## Brazil cancels Parana dam accords



Lockheed's Canada budget increase of $8.9 \%$ final chapter

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Miller warning on recession

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## CAMP DAVID 2

## Bid to break the Mideast impasse

## NDUSTRY AND BUREAUCRACY

## Snowed under in a paper blizzard

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## As you can see,we put our money on the smaller business.

We've put over $£ 550$ million on nearly 5,000 smaller businesses over the past 34 years.

In amounts between $\mathrm{f5,000}$ and $£_{2}$ million (occasionally even more).As equity finance, loan finance or a combination of both. For periods of 7 to 20 years.

Because wereICFC.AndICFC is the smaller businesss biggest source of long-term finance.

Some of ourcustomers wanted to install new plantorextend a factory. Some to finance sales at home and abroad. Others to increase their share capital base or prepare for CTT.

And all they had to do was show us they could put the money to good use.

As smaller businesses in the private sector currently account for $30 \%$ of the Gross Domestic Product and employ

6 million people, we dont think lack of money should stand in their way. In fact, were here to see that it doesnt.

## ICFC

The smaller businesss biggest source of long-term money.

## German exports buoyant despite strong D-mark

import curbs


 Antrols. Aripartite meeting in
ondon, Mr. Harry Cave, senior Vice-president of the sene sich
pointed out that impors policy
ufitimately has a direct bearing The mits.
Theting, attended by
anesentatives of the EEC, the Teppartments of Tryde and Indus$\stackrel{3}{3}$ and the BIC. covered a Seztish importers. prontriculing try
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Rent Reasons given by the Bnndes
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omestic inflation rate. omestic inflation rate. It is noted that iast mont
the D-mark had revalued in
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artuers by 8 per cent sinc
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1978. "real revalnation " rate-allow-
ing for the fastior increase in
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producer

## Lisnave bids for repair

 work on Andros Patria

UK wins Thailand airport

## GATT TALKS

## Domestic lobbies tie Japan's hands <br> by brij khindarla in geneya

# Devaluation headache for Japanese investors in Indonesia 

## The more money talks, the more it has tolisten.



Every day, when big money talks, also listens.
In American Banker, big money buys in big blocks. And at the high end of the line. Computers and computer companies. Gold-plated premiums and gold mines. Corporate images and corporations.

Our subscribers are the bank executives. They manage billions of investing and purchasing dollars. $84 \%$ of them serve in top management. $41 \%$ serve on their. own boards, $38 \%$ on outside boards. $55 \%$ get involved in major office equipment purchases. Their median household income is $\$ 47,500$, the highest we've seen anywhere.
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ing for people who spend and invest huge sums.
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## Private sector 'poised

 for steel upturn'by roy hodson
PRrvATE sector stelmakers makers in terms of assets
are jo baty
the the state-owned Britisb Steel of sales annually for every
Corporation to take advantage
inveestment in
 to a s.
analysis.







 Private sector corppanies all $\begin{gathered}\text { One of the features commno } \\ \text { made better use of their assets. }\end{gathered}$ to the most profitable private


Polytechnic given grant for in-company training


#### Abstract

勆 Teaching Company scheme from exports to Western an belng promoted by the Depart meni or industrys. The scheme aims to bring industy and academle insitur tions closely together by giving   At' be end of their contracts depariments can learm more the associates will be free to bout the way industry func- move to   Department of tmdustry which expansion  nd spend up to three years at factory next to a  ngineering computer applica- tory to pre new an earcurting fac


## Car prices rise sharply

##  chicles is reflecled in Depart- nent of indsury statistics iving the turnover of the motor irades Iast year. The value of new vehicle sales umped 37 per went compares sared the 20.3 pcr cent increase in  Used 

Retired directors to give advice by ray perman, scottish correspondent THE Scottisb Derelopment in mannfacturing, merketing retired busisesmen with a total service will be chargeable and is
of 200 years' experience of an extension of the full-ime uning smars companics to give advisory help.
Sir
sition



## Plans for waste paper 'may require imports'

A WARNING that the UK coold paper. This was particularly wast a substantial importer issued yovent subsidies would continue to bave dis.

 Average family needed 142\% rise' to keep standards

financial times reporter

A FAMITY with a small semi- maintain living standards. The prices figure. Over the year,
detacted hose and a
mort








## Tourist authority warns on spending



Malt Scotch Crown Agents inquiry whisky output rises by $46.5 \%$ By Our Consummer Affairs
Correspondent KALT SCOTCH whisky in
creased starply in pounlarit last year with propuculian u
by 46.5 per cent on the ye
 queries loan facts
by terry oge



Flying lessons is thenamewe've coined for a new information package that teaches you in the nicest possible way how to make the most of British Airways'widerange of business services. Serviceslikeour SkyhighAwards. Thesearetravel incentive programmes specially designed to fre theimaginations and sales efforts of the peoplewhocanmake orbreakyour product.(Tailor-madefor

They'reall based on our worldwide routes and destinations so the possibilities are almostendless.

YoullfindthereareSkyhigh Awards for everythingfroma shortstayin one of Europe'sromanticcities to a once-in-a-lifetime extravaganzafeaturing Concorde and the very best hotells.

## FLYTHEFLAG

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APPLY HERE
To British Airways,Dept.DMC 340Clapham Road,LondonSW99AJ. Please send me a course of free flying lessons.

## Name

CompanyAddress


Sudz, Mr Taylor.)


## Vast growth reported by leasing industry

##  stamp duty for home <br> buyers




## Construction orders

 up sharply last yearDelay on Stock Exchange computer co compurw won

British Rail to be a year late with 150 mph train

## Feedstock

 costs rebound on solvents

## Transport users told to shun

## excessive road haulage rises

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- NEWS ANALYSIS - CLYDESIDE


## Brave bid to turn the tide



# A reminderto chief executives: 



## Anglo American Coal Corporation Limited

| resulis for the year ended december 31 1978 <br> The foliowing are the andited consoididated results of the coimpany and Lts subsidiary cor the year ended December 311 1977． |  |
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| fit bef | $7_{7580}{ }^{74699}$ |
| －Deduct：Taration－South African Normal ．．．．．．．．．．．．．．． |  |
|  | $30360{ }^{24625}$ |
| Profit anter taxation <br> Less：Proft attributable to outide sharehoiders in sub sidiary companies |  |
| Proot attributable to sharchodiders of Ammeal ．．．．．．．．．．．．．． |  |
| Dividends declared： <br> No． 110 of 24 cents per share declared August $31978 \ldots \ldots . . .$. No， 111 of 48 cents per share declared February 201979 ．．．．． | 56888 $\mathbf{1 1 2 7 6}$ |
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| Net expendiure on fired and mining assets |  |
| Number of shares in issue <br> Earnings per share（ceots） Dividends per share（cents） |  |
| The annal report will be posted to members on or about March 91979 ． <br> Diviviend No．H11 of is eents per share（1977：40 cents per share），beimp the fmal <br>  |  |
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| Transfer Secretaries： <br> Consolidated Share Registrars Limited 62 Marsball Street．Johannesburg 2001 |  |
|  |  |
|  | 4．Matu Street |
| （P．O．Box 61051 Marsballtown 2107） <br> and |  |
| Cbarter Consolidated Limited， P．O．Box 102，Cbarter House |  |
| Park Street，Ashford，Kent TN24 SEQ February 211979 |  |

## Get Timely Advice

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investment service，and see the advantages for yourself．


－Pieases handice eror siscoo


UK NEWS－LABOUR

| Cut in railmen＇s hours＇ruinous＇says BR |  |
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## Printing threat to union <br> Ambulancemen drop strike plan but action goes on

 journalsBy Nick Garmett Labour Staf







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Irish
Ind



## Dispute



##  <br>    



Union＇not to blame＇for closure



 Mr．Bill．Niven，national
industrial offceer of the Amaga．
mated Uninerng
Workerss TASS seotiog，said the

## Civil service strike

## by philip bassetr，labour staff

## BRTTARNS two largest civil Both made it clear that ques－ service unions confirmed yester－tions of ready

day that theirs onedirmed yester－tions of ready money，lengtios of



## yorkers TASS sectioo，said he the the yard bad only remained open prol



## ABN opens the route toVancouver．

On February 21st，Algemene Bank Nederland＇s Canadian subsidiary opens＇an óffice in Vancouver，capital of British Columbia．This province is exceptionally rich in natuural resources and minerals．It is．a world leader in exports of timbes，pulp，paper， coal and copper．
ancouver is the largest port on the west coast of North America．Its major export markets are the Far East and Europe．Most of the European traffic passes through Rotterdam，in ABN＇s home country，Holland．

ABN has one of the oldest established international banking networks． Many local and multinational companies benefit from our world wide know－how： the FarEast 150 years，Midde East 50 years，South America 70 years． In Canada we started with operations in Toronto．Now，the business community can also tap ABN＇s resources in Vancouver Import and export financing triilored to the needs of your trading partners．International loan operations and guarantees in a wide range of currencies，handled either exclusively by ABN or on a many other support services such as money transfers，letters of credir，ABeccions and Now that it is plugged into our international network，ABN Vancouver can provide you with world－wide answers and service with speed．This is guaranteed by the Algemene Bank Nederland＇s＇155 years of intemational banking

ABNpeople areready to serveyoualmosteverywhere in theworld．

## ABN Bank


 ampanmis

## Owen warns of Iran threat to economy

| TEE DANGER to jobs and the $a$ result of the unrest in Iran was underilined in the Commons yesterday hy Dr．David Owen， the Foreign Secretary，making Shan since the overthrow of the Shah． | ＂It inay be some：months before we．sea the foll con sequences，＂he added．＂Never theless，$I$ belleve our trading theless，i beleve our tracing present difficulties＂ Left－wing Lexhour MPs seized the opporturity to criticise the | Dr．Owen assured kim that this had been discussed exten sively with our European ：col leagues who were alt con－ unfettered passage from the Persian Gulf． <br> He urged MPa not to be too |
| :---: | :---: | :---: |
| He conceded that perbaps |  | alarmist aboot the likely out－ |
|  | ：greater part of our trade，in | I see no signs of rami，with |
|  | goods and services of a kind |  |
| we now had to．face up to |  | lenge te integrity of the states |
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| people whose jobs are going to be put at risk，＂be wamed |  |  |
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| that the present regime of the | dec |  |
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| he swept ewa | stressed ${ }_{\text {I }}{ }^{\text {a }}$ d |  |
| Owen told them that the | bility that arrangemients win be | of curremt UK defence deals |
|  |  | with that country．wort more |
|  |  | Than flibn and aftecting uwards |
| Iran | The Foreign Secretary said | 0f．20，000 workers，are still sub－ |
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| It was in the interests of the | d | bef |
| Iranian people that the Govern－ | the oil prodncing countries | gov |
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| all the territory of Iran． | situation was too nocertain to | time to be caught up in the |
|  | make confident．predictions |  |
|  | about the future but it was |  |
| eople of Iran to deter－ | clear that it world now be more |  |
| with the | e | Avatoloah Khomeinis＇s Isamic |
|  | Ar |  |
| The events of the past few | From the Opposition front | Thas，the UK Gorernment is |
| weeks had brought tbe rranian | bench，Mr．Francis．Pym，Con |  |
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| dustries in the UK | European parters，the Unit | likely to take place |

## ＇Wicked lie＇ refuted

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## Political <br> Foot hedges on procedure changes

 donation optiondefeated



| easier for governments to over－ come the checks exercised by |
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| He acknowledged the need |
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| eater coourol by the House of |
| ing from the EEC． |
| But even in those areas Mr． oot seemed to see littla likeli－ |
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| ayour an early |
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| ocedure committee． |
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 the procedures or the the llous
should he left to the start of：
new Parieen to Then he stressed．the deci
sion would be made by husut
who the tivc with the result


 more appropriate，he suyscested
with support

## PLR quango plan withdrawn



## Varying degrees of Welshness in Wales



Advisers BBC under attack

## snubbed

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## 自蕅䓪 <br>        <br>  <br> Penlstone writen weply：

## Williams notices a <br> swing to centre

Booth announces jobs package

##   

Countryside criticisms
THE Countryside Conmission calls for amendments to give
yesterday welcomed the pro itreff greater inovivenent inthe
visions of the Goveruments procedire for making moorland



An electronic cheque study


## MACHINE TOOLS

Lathe for tyros or big users



 Repeatahility of slide. more
ments. feeds and speeds ensure
consiftent consistent qualits and the
makcine contretion is rivid
providing accurrate machining. Receuse the Husky can
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and back facing used very easily for firward
and back facig. wurninz and
threading and two-axis lineat tbreading and dwo-aris in inear
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need for a second operation to

## Speeds the presses

## Tooling for

 vertical lathes TMPERO quick-change toolinnormally ued on the cross-sil used on vertical lathes Impe
(Tnited Kingdom). based

 These are available in fo
thes whict These are avaiable in four
aes wbict hetween them car
cept all the cultuing tools and
ring bars in the current ITALIAA PRESS loader, from Representative example of Noed rotor blanks to higign speed a the prodinction rate is igiven by notching presses with ihe 90 slotots and $\mathbf{a}$ production rat botching presses with ithe go slots and a
benefits of increased and con- of 720 an hour
sistent production rates reduced labour conts, an
operator can look after mose
$\qquad$ loader can be fixed to antomatis

f2 $\frac{1}{2} \mathrm{~m}$ worth On show
ExTENSNE RANGE of
manche tolls (many shourn fo the first time in the UK) will
feature in an in thouse exihi-






## Securicor's New



## Parcels Service

Starting soon... we'll be setting new standards of reliability Havinginvested heavily on a new parcels collection and delvential customersknow exactly what makes it special That's why wall the Securicor $2 / 50$ service thats wor we call it the Securicor $2 / 50$ service... and 50 representing the 50 kilo maximum parcel weight accepted for this service

To achieve the exceptionally high standards we have set ourselves, we have created 27 specialised depots. (These are all additional to our existing network of over 200 parcels branches).

Our transport fleet is being dramatically increased at every level, from 49 ft . Iong articulated tractors and trailers to small vansfor locar coliections and delivenies.

And naturally weare recruiting and security-screening all the personnel needed to run a service achieving a normal door-to-door delivery time of two working days.

NowSecuricor's Freight and Parcels Division is ready and waiting to convince you that the new $2 / 50$ service will be the answer your problems...a serviceyou distribution of your heavier packages.

## SECURICOR



8 weighty reasons for investigating Securicor's new $2 / 50$ service:

## . Our normal delivery time of two working days will be one of the fastest

 WencusWell now collect and deliver packages weighing up to 50 kilos, twice 3. We use our own transport fleet exclusively and our uniformed, 4. Securicor has unmatched experience in the collection and derivery of 5. We have two unique ways
5. We have two unique ways of getting rid of the problerrs of split deliveries...a system fo
documentation system.
6. Our drivers are intwoway ratio contact with the Searricor organission day and night ail. over Britain. In the event of vehicice breakdown we
have enormous resources ready to get thinges moving again quickly. have enormous resources ready to get thines moving again quickly. 7. Securicor's pricestructure is highty competitive. 8. The $2 / 50$ service is justorie of the ways Securicor Parcels can help
you deliver. Besides our famous overight sievice we can offer seven more-including one to and forinthe Continent

Send the coupon formore information Firie words are all very well. But naturally werd like to $\frac{\text { demonstrate to you that Securicor's } 2 / 50 \text { parcels }}{\text { service will be something special }}$ service will be something special. To put us to the test, simply send off the coupon below:


- MATERIALS

Seal life extended many times
MN1out mechanical sealing maximunu working life of these



Looks good overhead
BECAUSE OF its striking
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Coater for spectacles

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#### Abstract

Particularly, ssited to suspended ceilings, Nngeter is one of a range of three vermicu-





## What is electronic mail?

An incruasinginconfer ofelectronicmectazofer fast Telée and a acisitaile transmission are being improve and extendiod:Now they are being joined by coimu municauyg word proceisors, compater-b
message services and viewdata systems:

From facsimimile to electronic mailis a two-day conference which wilf enable you to examine electronic message services as they might affect your More details from


INFORMATON STUDIES UMITED, CHREGLALHOUSE RICWER ROAD, HERTHORDSHIREWD3 5LO
PHONE CHORLEYWOOD 10927814244



Kenneth Gooding interviews BL＇s chief executive to find out how well the rescue plan is going

## Michael Edwardes＇half term report

 cexecutive of BL． Mr Edwartes．himself does
筦


## EXTRA！ EXTRA！ HEARALL ABOUTIT！

THE FINANCLAL TIMES INDEX \＆BLSINESS NEYS SUMMARX Post Office Telecommunication


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Provided by
Deulsche Bank Compagnie Financlere Luxembours
Manufacurers Hanover Trust Company

等 R RRTVATbanken
December， 1978







BP had a big job for the Monotype 80. Let Anthony Smith explain．


Anthony Smith is Systems
Operations Controlier for the Harlow Accounting Centre of The British Petroleum Co．Lid．from London， which handles all accouriting
systems for BPts multi－national interests and trading，It＇s a big job and its always changing．Everything must be where its wanted when its

## Mr Smith explains

6We use a complex of main and sub systems which are continually changed to improve and simply procedures and keep pace with


#### Abstract

main and sub system has its own which can cover 2,000 A4 pages．With the UK＇s largest computer capability we tried using it for updating，but that did not prove very cost－effective and did not prove very cost－effective an needed a lot of store space and special programming．The paperwork was lagging，and that was serious．It was then we looked into the uses of the＂Monotype＂ 80 word processing system

Now，with a＂Monotype＂80，we can out and circulate all Procedure Manual changes． 1 know of no other way of doing it so efficiently


New uses have been found for the
＂Monotype 80 ，too．We keep files of current projects，monitor their progress and report their status with
our system．We also store agendas of regularly－held meetings for updating as needed，and we are currently investigating new uses which could involve putting the invoicing of many ＂Monotype＂ 80 system． 9

For further information：
Monotype Communications Limited $5-6$ Yarmouth Place London WYY 7DW

# FINANCIALTIMES REPORT 

Wednesday February 211979

## Dunfermline

Only 20 years ago Dunfermline was heavily dependent for employment on a declining industry dating from the industrial revolution-coal mining. Now, an influx of manufacturers, the new motorway and a growing holiday trade have put the district comfortably on the 1970s map

Secure jobs a huge benefit
By Ray Perman Scottish Correspondent DIWNFERMFINYE DISTRICT
thist area of south-west Fife that

 whieh has bot tan iilun arrious
wat and an excitin-if not yet redestined -future, most
mrangers know it from passing
tratcyy hrough it.






## MEET SOMEOFTHE PEOPLE WHOCOULDBE YOUR NEIGHBOURS.

Philips, Marconi, Bells and FMC are only a few of the types of international names you could be
rubbing shoulders with. These are companies/ corporations who are already thriving in the healthy environment of Dunfermline District, in the heart of Scotland's industrial central belt where they are finding the amm.
Dunfermline District offers superior facilities and opportunities to both incoming and indigenous companies alike, with a willing and adaptable workforce in the manual, skiled, technical and communications, shopping and recreational provisions are provided-a combination often found lacking in the overcrowded English If you hav prosperity of your company, Dunfermline District offers an excellent opportunity for your expansion programme. If you still have doubts why not read here have to say.
PHIIIPS the world wide electrical and electronic group have been closely involved with Starting on a green field site in 1964 , its prodtction complex has grown steadily and today provides employment for over 700 people in the
The name Philios is brand leader in The name Philips is brand leader in many fields, investments of over four hundred million pounds annually in research and development The company manufactures and markets a wide ran of consumer and technical products throughout the world. These include everything from TV, machines to the latest silicon-chip
microprocessors. The company's Dunfermline operation, one of many in the United Kingdom, success.
MARCONI space $\&$ Defences Systemis in 1967 and, as a result of continuous expansion over the last 11 years, has built up to four major factory units on the Hillend, and neighbouring. Donibristle Industrial Estates. The establishment now comprises an Engineering Division, a
Production Unit, and a Printed Circiit Board Plan demanded in the design and manufacture of highly advanced electronic equipment for military and

號
FMC The decision to build the Wellhead manufacturing facility in Dunfermline was parto worldwide manufacturing capability During our rather short history, we have successfully developed markets in the North Sea, Middle East uccess we haveenjoyed, welare confident that our expectations of long term growth will befully realised.
BEILIS Due to the rapid growth in demandfor Bell sScotch Whisky both at home and abroad, the Company decided to build a second bottling hall. on the outiskits of Dunfermine and production commenced in 1975. The reasons for choosing the site were not only the convenience or the location. but also the availability of labour in the area and he helpful attitude of the Dunfermine District Council.

# Waiting for Mossmorran 



## When America satches cold

$Y$-ANTHoNY harris












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Hidden oddity












## The saving grace of a cottage



## Good prospects for Windsor

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## $\frac{\text { RACING }}{\text { RAN }}$




ENTERTAINMENT GUIDE



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## THE ARTS

## O＇Keefe Centre，Țoronto

## Canadian Ballet Gala

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Theatre news in brief


 Regiment in collaboration with
Susim Todd，a member of the Teendreans shows Frances，a
sudent revolutoonary in 1968 ， Horoent smoverement and of the an Frances．is played by Gillian Hanna and the cast also indudes David Bradford，Mar Me Musker is directed by Kiate Crutchley
and designed by Di Seymour．
 four grent trigic roles in
Shakespence．Othello is the only
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Festival Hall

## LPO／Conlon

by ARTHUR JACOOBS



## When distress is necessary




Wednesday February 211979

## The cost of high pay


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## The challenge

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## the harrier still in the wings <br> The British quest for the promise of China <br> By JOHN ELLIOTT in Hong Kong

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Coal mining



## am

Dabout the prospect of winnining
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## Uncomfortable

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MEN AND MATTERS

That was a nice house, that was

## $\mathfrak{l}$

 yet unpublished, on the case of
MAoledina Kassan, formerly of
56 , Slaidburn Street SWIO.


Unbappily, the lift was often
out of order, and Kassan's heart






## Technical

 team

##   

## Come to Corby where the growing's good.




## Financial Times Wednesday February 211979 <br> London dawdles with flood defence



The role of marketing
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Industrial innovation
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## Letters to the Editor

which a-numher of us from: battle " and provide high houses, increase bad debts and ing out for some considerable
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In would appear there is no

 One can envisage that the
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## The money programme


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Wrat should also pe particu
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BBC Solen it iovid be at the
Bexpense, inter alia. of the much joproved $\begin{aligned} & \text { Juncan. } \\ & \text { Dewe Rogerson }\end{aligned}$ Broad Street Place, EC2

## Insider

## dealing

From the Assistant-General
Manager, Boston Trust ond

The $B B C$ 's race towards trivia

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 Civil Service pensions
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## Vantona rises 8.6\% after second half acceleration




Lower interest aids Aquis Securities


## 

## Another Satisfactory Year





 back to $12 \frac{1}{2} \%$






## Crest 55\% increase and further progress forecast

\begin{abstract}


## Brotherhood well down midway



Investment Research advised-
5th October. ..FI Index 505
"All buying activity should cease"
11th October...FTIndex 505 year or so prove disastrous equities may wisthïi the course of $:$ 1st December...FTIndex 486 over time move down below $400^{\text {n }}$. Forthe current opinions of UK and world stock markets write toj Julian Gibbs Financial Services Ltd.; ja joint company
forned by Investment Research and Julian Gibbs Associates -totkeep you informed and to provide investment and tax planining advice ro privare investors and professional All highererrate taxpayers and those w
Trusts should seek our advice now. Ae one of the oldest established investment counsellors and eading world stock marker analysts, Investuent $R$
provide clear guidelines as to when to buy and sell. No fee is charged for the furs
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 23 Panton Strect
TelephoneRobin Duthie on Cumbridge (0233) 56251


Expansion for Atcost



TelDay,


Financial Times Wednesday February 211979

## How The Morgan Bank can help you manage currency exposures



In today's fast-moving currency markets, a major concern of managing directors and financial officers is the effect of foreign exchange exposures on corporate profits. They need to know what's happening in the markets, what it means to their companies, and what they can do about it. Because every company is different, a onepackage service isn't enough.

That's why The Morgan Bank takes a total approach to helping you cope with your company's substantial exposure to currency fluctuations. We offer you three distinct yet integrated teams, each specialising in one of the kinds of service you may need. You use one, two, or all three.
$\square$ Our International Money Management team helps you identify and measure your currency exposures anywhere in the world. IMM can work with you in refining your reporting systems
to monitor exposures, and in setting up a management system to control them.
$\square$ Our International Financial Management group can help you with your financing needs anywhere in the world. IFM specialists analyse your situation and point out the finaricing options that are open to you, including non-bank sources. Then they design a financing plan suitable to your overall currency exposure, and work with you to carry it out.
$\square$ Our Foreign Exchange Services team is your information link to both the day-to-day developments and the longer-term trends in currency markets. Positioned alongside each of our exchange trading desks around the world, members of this group tailor their analyses and services to your particular needs and interests. They also advise you on special situations, such as
long-dated foreign exchange contracts or unusual hedging opportunities.

Access to the special talents of these teams means Morgan clients are better able to identify, understand, evaluate, and act on currency dataon time. To learn more about their services, talk with the Morgan officer who calls on your company, or contact any of the offices below.

Morgan Guaranty Trust Company, 23 Wall Street. New York N.Y. 10015. In London: 33 Lombard Street EC3P 3BH: 31 Berkeley Square wIX 6EA. Other Banking Offices: Paris. Brussels. Antwerp, Amsterdam (Bank Morgan Labouchere), Frankfurt Dūsseldorf, Munich, Zurich, Milan. Rome, St. Helier. Tokyo, Singapore, Hong Kong, Seoul, Nassau. Buenos Aires. Representative Offices: Madrid, Beirut, Sydnev, Manila, Jakarta, Kuala Lumpur, São Paulo, Caracas. International Subsidiaries: San Francisco, Houston, Miami, Toronto (J.P. Morgan of Canada Limited), Madrid (Morgan Guaranty, S.A.E.). Incorporated with limited liability in the U.S.A.

## WINTRUST LIMITED

nterim statenent for sc months ended 30th SEPTEMBER, 1978

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| meted taxetion | 297, |  |  |
| up proft atter | 282.8 |  |  |
| $\star$ Halfyear pretax profts increased by 11295 and are higher than those achieved in the entire yeer 1977/1978. |  |  |  |
| $\star$ Maximum pernitted divide |  |  |  |
| Recom |  |  |  |
| Trend in profitability continuing which will ensure coually satisfactory results at the eod of the current financia year on 31st Marcb, 1979. |  |  |  |
| loterim Accounts aveilable from The Secretary, Wiatrust -Limited, Imperial House, Dominion Street, Londor, EC2M 2SA |  |  |  |

## ANNOUNCEMENT

Vesuvius Cructble Co. Lid., Newmilns, Ayshire, Scotland, and Dyson Refrac tories, Sheffield, announce that the Agreement drawn up on March 5 th, Sy, between Vesuvius and $J$. \& $J$ yson Ltd. were K. Agents were appointed exclusive topper Heads, will be terminated by mutual consent on March 1st. 1979 Further sales of these products will continue through Vesuvius' Head Sales Office at Newmilns and also through their new Branch Sales Office/Stockpoint at 7 Amos Road, Sheffield Ss $1 B X$, via U.K. Salesforce.

# Martin Ford expands to Marchwiel tops $£ 13.5 \mathrm{~m}$ £1.33m. and confident <br> <br> despite losses overseas 

 <br> <br> despite losses overseas}


## Grindlays

 A name you can bank on around the worldBanking on Grindlays means more than taking advantage of the Group's network of branches in some 35 countries. It means working closely with our specialists in such fields as export finance, foreign exchange eurocurrency finance, and corporate banking. They take full advantage of the regional knowledge and support provided by over 200 Group branches and offices located in most of the major world markets. This teamwork provides the right financial products and packages at the right time.



## Record Ridgway order intake up <br> UK. ORDER intake for the first  of the corresponding period las yax. said MM. A A. A. Hampon tine. chainman, at the anuual meet ing  effrort during che remainder the year, he addod Oders from overseas increase 3 per ceat compared with the same period lyast year and this, while modest las total, was the re sult of significant improvement sin some sectors aapable of expan- sion, oftset tov loss of orders from sectors severely affected cur- rently by local poitical and economic probems While bome sales volume was    <br>  

## Kellock back on dividend list



Canpules BIDS and DEALS


Olympia \& York stake in Liden gets four bid approaches apto


## MINING NEWS

## Amcoal set for better things in long term

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## A Alcan Aluminium Limited

Montreal, Canada

| Highlights of 1978 |  |  |
| :---: | :---: | :---: |
| Operations fir the year (U.S. Smillions) | 2978 | 1977 |
| Total shipments of aluminium products ( 000 tonnes) | 1,597 | 1.318 |
| Sbipments of fabricated products ('000 tunncs) | ${ }_{982}$ | 878 |
| Total revenues and other income | 3,738 | 3,605 |
| Net income | 289 |  |
| Capitsl expenditures | 321 | 3 |
| Number of emplorees, at year end (thousandis) | 63 | 61 |
| Finsmicial at year end (U.S. Smillions) |  |  |
| Working capital | 3,032 | 909 |
| Net fixed ossers and investments | ${ }_{\text {\% }}^{1.8865}$ | 1.00 |
| ${ }_{\text {L }}^{\text {Long-tern debt }}$ Common sharebolders' equity | ${ }_{1,651}^{683}$ | 1.42 |
| Return in average equity (\%) | 18.8 | 11.9 |
| Shareholdings, at year end <br> Namber of common shares outstinding (thousands) | 40,447 | 40.147 |
| Per common share (U.S. 8) |  |  |
| Nett income for the year | 7.15 | 4.98 |
| Dividends for the year | 1.55 | 1.11) |
| NOTE: All quantities of aluminium and otber products are reported in metric tons, or 'tonnes'. A tonne is 1,000 kilograms or 2.204 .6 pounds. |  |  |

## Extracted from the 1978 Annual Report

The year 1978 was a good year for Alcan with pronits we are to keeppace with themaintenance and modernization of older faciilitics and provide some rapital for expansiun.
 volumee combined with bigher market prices and the cost .operations, resulted in a 45 Hit increase in net ppift to \$4.9 perabare in 197 C
Most
of the Conpan's operationa outside North
 Ahe maxjor 汪crease in probis was contributed br the increased sales of primarry metal) and throughi improved We entimate that in the noncoomgunsist world the piowtit in primary aluminium consumption was over 77 in .s.owed erowtho of about t\%, Japan recovered by over ro:

 Were ploso expenienced inclucuing gdditional purchases by the
 estimated increase of oomeme $3 \%$ in smeltee groduction, sorplus IL monthes supply at the start of 1975 to about halfa mon th's nuppls at the current rate of usage
 lourer in the future than in the past, we. enare bessimningewh.t that n the coming sears. While this nssumed rate of frowth is ocion the historical rate, it will put a hrary capitill hurden cetively and we belicte, is in 2 sound position to participatr As more fully rosestribed elsew bere in this reput the indusirs:

 Camada and Brail during 1981 and 1982 O Other opporower supplies are heing studied and our current propted eseral markets. The enter 1979 with a good order book and a firm tonc in the marke tplaces. Athe ougt the preponderant opinion of
forecasters precictits some slowdoun min the North $A$ merican conomy as the year proyresses, we helice the supply:
demand equation in our indostry will sppport beanthy market cenditions in mosi maion rereas.II It the cease bef.Accan. having drawn down inventories in 1978 to supporta a $11^{r_{0}}$
increase in volume of sales, we ere currently in 2 position to
 Copics of the full Report and puccountss orailable shorty


## Elep

English Property Corporation Limited

## TO ORDINARY SHAREHOLDERS

Four reasons why you should reject the revised Wereldhave offer of only 46p

Your Company's not asset value per share is 71 p (68p after full
conversion). In addition low interest stering fingnce is worth an
extra 8p per share, and one recent transaction has addied another 2 p .

EP The net asset value of your Company has beem sapported by properties exceeds book value by 7 p per share.

- ep Your Company's assets are increasing in value. The massive complete. Your Company is at a turning pointin its fortmes.

CD EPC gives you an intermational property investment of the higkest quality. Property markets generally are buoyant.

THE WERELDHAVE OFFER IS TOO LOW
The Board of EPC advises its share and loan stock hodiers

## To take no action

In the meantime discussions are continuing with Olympia \& York Developments Limited, a Canadian company. A further announcement is expected this week.



Growth at Danish savings bank


## Portugal wants new Ford plant





 SIIEMENS, the West German








## CAB hears Eastern's case in airlines battle

## Overseas <br> fillip for <br> Firestone

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| -line industry lu ampuire | National. so in this respect al least Eastern is level-pegting |  |
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| tive aspectis. |  |  |
| (on | io he much | would be eliminated fron the |
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## EUROBONDS

Increased demand boosts prices in dollar sector

Sros was formed in 1973
pcr cent to DRr 20.4bD. The
guarante aod resfve appltal
at the .end of 1973 totatted

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Papyrus lifts profits



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achievent in the previous 13 the state stonot sumberiod.
teceived is excluded.
theo The hoard proposes to pay
Sbareholders a distdend oo
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## 

## Au Printemps hopes to pay dividend next year



## 

## (30)

Korea Electric Company
U.S. $\$ 92,059,271$

Guaranted by
The Government of The Republic of Korea
Finance for Turbines and Generators to be supplied by: GEC Turbinc Generators Limited
for Nuclear Units Nos for Nuclear Unis Nos. 5 \&U

## LazardBrothers \& Co., Limited

> Barclays Bank International Limited Lloyds Bank International Limited National Westminster Banking Group

Export Credits Guarantee Department
Korea Merchant Banking Corporation assisctd in uhis ranssaction




FT INTERNATIONAL BOND SERVICE


## 0 EUROPEAN BANKING

## Volksbank

 looks east
#### Abstract

 

Share price    Diespite these passing cloud    Win condent that stocthooard  Ciceraint, last year's deciline       

Dissidents force Irish Bank meeting




Union Bank of Finland increases earnings

BY LANCE KEYWORTH N HESNNS nd ils sbare of the depoilt of 7 per cent on 1977. This ses to maintuin a dividend of relatively small incresse in lendo dd 10.5 per cent on preference deiliberate restrain in order to improve
policy ind
ande.

 reases were 8 per cent and 112 is the sharp decrease in the
need for central bank financligs,
er cent respecively.


## f BankersTrust Company <br> MEMBRP OF BANERS TRUCT NEW YORK CORPORATIO

CONSOLIDATED STATEMENT OF CONDITION, DECEMBER 31, 1978


DIRECTORS
ALFRED BRITTAIN III Chaiman of the Board JOHN W. HANNON, JR. Presidant CARLM. MUELLER Vice Chairman GEORGE B. BETTZL
Senior Vice President
enior Vice President and Director,
International
isusiness Maehlos
Cos.
LEE S. BICKMORE Chaiman of the Executive Com mittoe
Nabisco, Inc HOWARD W. BLAUVELT Chalman of the Board
and Chief Exacutive Officer,
Continental Oil Company JOHN W. BROOKS OSEPH F. CULLMAN, 3 rd Phat
Philp Moris Incomporatad WILLIAMM.ELUNGHAUS

American tralephona and
Talegraph Company
richardlegeb
and Chief
James e gibrons
 PAULA. GORMAN DIrector and fomer Chalman Intemational Paper Company VERNON E. JORDAN, JR.

NationalUrban League, $1 n$ RICHARD A. LENON Chailman and Intamational Minarals
Chemical Corporation plato malozemoff Chalmman of the Board
and Chiof Exacutive Oticer,
Newmont Minlog Con alter a. marting Chal man of the Execultvi Comittee,
The Henna Mining Company WLLLAM F. MAY
Chalman and Chlef Executive Officor
American Can Company

DONAL F. MeCULLOYGH
Chalman of the Board and
Chief Exacturive oflcer.
Collins $\&$ Aiknan Corparato WILLAM H. MOORE Fomen Chalmmen of the Board
Banken
Tnst Company and CALVIN H. PLIMPTON, MD. Downstate Medicacticiont cert.
Stata Univershty of New York FAANCIS C. ROONEY, JRChalman ot the Boord and
Chilef Executiva Cfficer,
Melvilla Corporaton PATRICIA CARRY STEWART

The Edna McCornoeliclem $\begin{gathered}\text { Vount } \\ \text { Funtition }\end{gathered}$ WILLAM P. TAVOULAREAS

Vke Chalimen of the
Executive Commitite WALTER N. THAYER Patriner
Whitcom Investment Companin Whitney Communlcations Corporaalion
memger of the federal 'ogposit insurance coapopation


Incile


INYEST II 50,000 BETTER TOMORROWS!
 mixich are suil






## BUILDING SOCIETY INTEREST RATES

## GREENWICH <br> (01-558 8212)

281 Greenwich High Road
Greenwich $\$ E 10$ sNL
Deposit R2to 6.45:., Share Accounss $8.10 \%{ }^{\circ} \mathrm{S}$, Sub'ph. Shares
$9.25 \%:$ Interest paid quarterly ots i.. Intereses paid quarterly
on shares/term shares. Monchly Income Shares $8.10 \%$.

## LONDON GOLDHAWK

 (01-995 8321 $15 / 17$ Chiswick HiLondon W4 2NG Sub'pn. Sha
Rate 77s\%. Share Accounss $8.50 \%{ }^{2} .3$ mnths notice $9.00 \%{ }^{2}$.
 - Includes $0.25^{\circ} \%$ Centenary Bonus throughout 1979 .


## Dollar and pound firm



THE POUND SPOT FORWARD AGAINST £

| Feb. ao | Poundstarlimg | UKS Dollar | Deutrechem' | epan'sor Y | Franenfrand | Smise Frina | Duten Guldit | alan Liral | C* | 948 |
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| Doutache fatik | ${ }^{0.2689}$ | ${ }_{\text {O }}^{0.6888}$ | 9.8 | (300.9. | ${ }_{2}^{2006}$ | ${ }^{0.9 .500}$ | ${ }^{10750}$ | ${ }_{\substack{488.9 \\ 41728}}$ |  | $\xrightarrow{18856 .}$ |
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## EURO-CURRENCY INTEREST RATES




INTERNATIONAL MONEY MARKET
Paris call money rate cut


## UK MONEY MARKET

## Full credit supply

 excess of revenue In the interbank: maircet


 LONDON MONEY RATES





## GOLD

Active trading





 Honday:



## Slightly firmer Wall St. bias at mid-session

## Indices <br> NEW YORK-oon romes




Electric vat heating gives
Weymouth，more economic
anodising．


Stainiess MetalcraftLimited，
Chaiteris，cutheat treatment
Chaiteris，cuth hat treatment
costs by $25 \%$ with electric LTM furnace．


BlawKnoxLimited， Rochester，speed paint drying with
electric infra－red oven．


Supplementary steam raising
by electricity saves $£ 1000$ a by electricity saves 81000 a
month for Textile Decorative Company Limited，Nottingham．


Lower operating costs and RHunt \＆Co．Limited，Earls Caine


Electric infra－red cuts curing NameplatesLimited，Dunstable．

Each oif the companies featured in this drertisement can attribute real improvements in its operations to the wise use of electzicity．Electricity is clean， flexible，cost－effective power，instantly To find out how olectric proce
ncrease your company＇s efficiency and prointability，getin touch with an Industria Alternatively write to The Electricity Board Alternatively，write to The Electricity Council，Room 2RA，30 Milloank，London SWIP 4RD for a copy of＇Eliectricity．Results

# Few companies benefit from concessions on dividends 

## by terry ogg




Overall growth


In Aupust stockbrokers
Phillips and Drew pointed out
that the relaxation might por be he concession it was oritivinaly
hougbe The firm reckoned
that only affth of the 50 ． hat oniy a afth of the 150 com－
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would add around 2 ater Would add around 2 per cent to
overall dividend growth
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 Bhindell－Permogazaze argued
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（ACT）were it to pay a high indend．This notional extra
ACT is not allowed for bethe
reasury． M and G＇s prohlem is


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## HARRIS BANK．

Consolidated Statement of Condition

| Con | Chairman of the Board |
| :---: | :---: |
| ASSETS December 31， 1978 | －BENNETT ARCHAMBAULT Chairman and President |
| Cash and Due from Banks $\qquad$ $\$ 1,242,187,188$ | Stewart－Wamer Corporation |
| Interest－Bearing Deposits at Banks ．．．．．．．．．．．．．．．．．．．．694，086，713 | ${ }_{\text {John W，}}$ |
| U．S．Treasury Securities ．．．．． | Baird \＆Warner，Inc． |
| State and Municipal Securities ．．．．．．．．．．．．．．．．．．${ }^{\text {U }}$ 394，207，524 | JAMES W．Elition |
| Other Securities ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．${ }^{\text {a }}$ ． $382,587,103$ | Assis |
|  | ars，Roebuck and Co． |
| Tradng Account Securities ．．．．．．．．．．．．．．．．．．．．．．．．．${ }^{\text {797，572，796 }}$ | C．Cheirman of the Board |
| Federal Funds Sold and Secunities Purchased under Agreement to Resell | KENT W DUNGAN |
| Loans ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．209，009，000 | Executive Vice President |
| Less：Unearned Income ．．．．．．．．．．．．．．．．．．．．．．．．．．． 2，$_{\text {2，689，098，865 }}^{(6,876,171)}$ |  |
| Allowance for Possible Loan Losses ．．．．．．．．．．．．．${ }^{\text {．}}$ ）$(24,905,952)$ | MHuNTINGTON HARRIS |
| Diract Lease Financing ．．．．．．．．．．．．．．．．．．．．．．．． 5 58，007，456 | Tiruster |
| Customers＇ <br> 90，268，939 | DONALD P．KELY Y |
|  | President Cild Exoutive Officer |
|  | Esinark Inc． |
| LABILITIES | Sse |
| Demand Deposits ．．．．．．．．．．．．．．．．．．．．．．．． $51,532,317$ | AMSTED Industries Incorporated |
|  | $\begin{aligned} & \text { CHARLES } \\ & \text { President, } \end{aligned}$ |
| Other Time Deposits ．．．．．．．．．．．．．．．．．．．．．．．．．．．．1，071，619，569 | Chief Extecutive Offlicer |
| Deposits．in Foreign Offices Total Deposits $\qquad$ 1，105，217，151 | WLLAM F．MURRAY |
| Federal Funds Purchased and Oth | ARthurc．nimse |
| Term Borrowings ：．．．．．．．．．．．．．．．．．．．．．．．．．1，015，629，106 | A．C．Nialsen Company |
| Acceptances Outstanding ．．．．．．．．．．．．．．．．．．．．．．．．．．． $11.12,653,122$. | FRANK C．OSment |
| Accrued interest，Taxes and Other Expenses ．．．．．．．．．．．${ }^{\text {a }}$ ．81，264，069 | Exectita Vice President |
| Other Liabilities ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．． $117,061,203$ | Standard Oif Company（Inciana） |
| Total Liabilites ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．． 5 5，866，134，270 | MARYPETRIE |
| Capital Stock（\＄16 ParValue）Authorized，Issued and | The Unlversity of Chicago |
| Outstanding 3，137，815 shares | george a ranney Retired Vice Chalrman |
| Surplus ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．．50，50，205，040 | Inland Sleet Company |
|  | THEODORE H．ROBERTS |
| Capital Notes by Parent Company ．．．．．．．．．．．．．．．．．．．3，086，000 | JOHN J．SCHMIDT |
| Undivided Proits ．．．．．．．．．．．．．．．．．．．．．．．．．．．．．$\cdot$－115，131，303 | President Santa Fa Industries： |
| Total Stockholder＇s Equity ．．．．．．．．．．．．．．．．．．．．．${ }^{\text {a }}$ 323，316，203 | DANIEL C．SEAFIE． |
| Total Liabilities and Stockholder＇s Equity ．．．．．．．．\＄6．189，450，473 | Chairman of the Board <br> G．D．Searle \＆Co． |

## As of December 31，1978，standby letters of credit amointed to $\$ 189,539,574$

## Harris Trust and Savings Bank

Whoily owned subsidlary of HARRIS BANKCOIRP，inc
MAIN BANKING PREMISES： 111 West Monroe Street，Chicago，illinols 60690 Robert Moorgate，London，EC2R 6EU，England

## Robert E Vanden Bosch，Vica President and General Manager

INTERNATIONAL OFFCES：Mexico

Harris Bank International Corporation：345 Park Avenue，New York，N．Y． 10022 REDERL RESERNE SYSTEM Harriscorp Leasing，Inc：： 111 West Monroe Street，Chicago，Illmois 60690
Wholly owned subsidiaries of HARRIS TRUST AND－SAVINGS BANK

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| Chairman of the BoardG．D．Searle \＆Co；－ |  |
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## Silkin backs <br> NZ trade with Britain <br> Prices dispute threatens cocoa pact talks



EEC plans and supply fears boost barley

| THE PRICE of barley has risen | The UK is importing some 40,000 to 50,000 tonnes a month | e what is bappening Some believe | put the harley barvest at around 10m tonnes. |
| :---: | :---: | :---: | :---: |
| strongly recently mainly on the |  | that certain of the larga shlp- |  |
| ief among animal feed | of prepared animal feeds from | pers bave committed for er exports-a sigure | A revised trade estimate to- |
| akers and grain trader | is little doubt that these con- |  |  |
| at the Co | tain $a$ higb proportion. of |  |  |
| at the Common Market Com- | replacers. Cuts in the subsidies would | half that sum the effect on the market of shippers , seeking | sums are done on tba basis .25m tonnes. |
| ainst substitutes containing eap ingredientg like tapioca. | increase demand for ceresls. notably harley. | $\begin{gathered} \text { cove } \\ \text { extr } \\ \text { eve } \end{gathered}$ |  |
|  |  |  | Soviet timb |
|  | pound animal feeds hais been | have hen caused bo tha very |  |
|  | 1 | offered. Subsidies up to $\pm 43.30$ | Sal |
| \%overestimated last year's crop | side now are belng fed indors. |  | By - Correspon |
| d under | and are, llike humang, needing |  |  |
| deded for mixing in animal | more food than usual to coumter |  | Exling organisation for forest |
| ions. | the effects of the colen heary |  |  |
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| ders |  |  | 12 |
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| Fced ${ }^{\text {arer }} 9$ to 9.5 mm tomeses. | m. | One shipper sold ${ }^{\text {a }}$ a quantity gt $\%$ modest pront | The Russlan sellers gre now |
|  |  | the home miarket recently. | likely to issue a second schedule |
| the crup and more concerned |  |  | within the next two to lhree |
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|  |  | saippers cok tes of the harvest |  |
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## ( 3 PRESTON GARDNER $\begin{gathered}\text { COMMODTIES (LTD) } \\ \text { BROKING IS ONE THING- } \\ \text { MANAGEMENT IS ANOTHER }\end{gathered}$

WE SPECIALISE IN MANAGEMENT


| TRAVEL | PUBLIC NOTICE |
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|  | EAST sussex county counc ${ }_{2}$ 2,1,2, Gion pal onal outstanting 5 sm . |

## THE HOKKAIDO TAKUSHOKU <br> BANK LIMITED ("TAKUGIN") US $\$ 20,000,000$ negotabie foating rate  <br> In accordance with ine provisions initide Cas month hiterest Depriod notice is herceby given that for the  <br> (15) FRST CHICAGOLIMITED



## Vietnam uncertainty hits copper  <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br> India bans silver exports <br> NDIA Jig. hanneds Exports of silver according to a Commerce Minist announcement in New <br> The ban spplies immediatply <br>  <br>  <br>  <br>  <br> over the centurles. An inficial ban on exprts is unikely to prevent. private smugal <br> prever of India if prices semain itractive enoty. rem

## New approach to farming credit

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| created Sovier-style collectives |  |
| in the Southern grain belt of | men |
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AMERICAN MARKETS

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Further heavy investment in Gilts highlights markets Early gains pared but still extend to ${ }^{\frac{3}{4}}$ among longs

COMPANY NOTICES
GENERAL MOTORS CORPORATION


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## APPOINTMENTS

inTERNATIONAL FOREIGN EXCHANGE AND EXPERIENCED BROKERS
for its Bahrain oftic
Openings available up to managerial level with salaries commensurate to these highly challenging
posts. Anv replies will be treated in full confidence.


 premium
Aflerl early progress to
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FINANCIAL TIMES STOCK INDICES

OPTIONS
$\qquad$




 ACTIVE STOCKS




## AUTHORISED <br> UNIT TRUSTS



## INSURA




## OFFSHORE AND OVERSEAS FUNDS



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## Offshore

U.S. oil rigs may be taxed


## U'S. OIL Serrice and supply companies working on the UK Cont

 Companies working on thap $\mathrm{T} K$Continental Sheft woun soon he
liable to British taxation for the liable to Britith tiaxation for the
lirst time even if they are not
nermaneatly established in the This is believed to be one of
the main changes to the U.S. UK chouble tasation treat
which is still to be ratified by the goveraments of both
countries.
The move to make all U.S. oil service componites operating in tion is part of a compromis
deal aimed at makng the tax
tion package more autractive to tion parkage more natruactive
the British Government. It appears certain that the
new pact will int ban the coo
roversial
unitary tax regim of U.S. states sucb
Califormia and Alaska, which
taze foreign multinational com panies on a proportion of their
world-wide income. The original treaty covered
this point but affer extenive
lobyyiog. the
U.S. ${ }^{\text {Senate }}$ deleted ${ }^{\text {che the }}$ relevant Senate Under the revised protoool
wbich is still to be publisbed
U.S. companies involved in the U.K. offshore oil and gat
activities will become iliable
UK taxation as if they bat permsnent bases in the country.
Many U.S. service and supy
cos. term costracts do onot bave any
penmanent onshore business.
Under the present treaty they

## State industries accounts <br> guidelines out soon

## Arab bid for bank stake meets new snags in Washington

## Rival yards

 to work on Govan order
## Scots need $1 \frac{1}{2} \mathrm{~m}$ 'yes' votes for devolution

| BY ELINOR GOODMAN, LOBBY STAFF |  |  |
| :---: | :---: | :---: |
| JUST UADER I:m people in Scotland will have to yote in favour of devolution to officially overcome the 40 per cent berted by opposition groups. |  | Wales vote in farour of derolu. tion the Government must table an order repealing the legisiaHon setting up the Assemble time in Britisb electoral history, voters who abstain will bave a |
|  | simple majority-bowever small |  |
|  | Tof vois |  |
|  | Goverument to arg |  |
|  | Commons for the setting up |  |
| Berted by opposition groups. <br> In Wales, where it is likely | the Assembilies. |  |
|  | $\mathrm{ir}$ |  |
| figure is abont 815,000 . <br> Figures released yesterday |  | ment has an obligation to lay |
|  |  |  |
| by the Government on the | maintain that the electorate | stances |
| refereodums on March 1 show |  | hat |
| thst a far smaller adjustmen had been made to the electora registers than pro-devolutionists | In |  |
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|  |  |  |
|  | er |  |
|  |  |  |
| addresses <br> in Westminster, however there is a growing feeling that sucb figures are largely aca- | loyalty limb | was Laid in |
|  | If less than 40 per cent of the total electorate in Scotland and |  |
|  |  |  |
| BBC ignores Callaghan advice |  |  |
|  |  |  |
| The Prime Mnmister yeste |  |  |
| politeal |  |  |
| party poitical broad | poirial balance of the | do not try to press anead with |
|  |  |  |
| ing the Independent |  |  |
| Authority ${ }^{\text {a }}$ | ${ }_{\text {mattcr }}^{\text {mor }}$ trusted them bor that the broadeasts |  |
| gice was in Seot |  |  |
| ever, by the BBC which last |  |  |
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| Sco |  |  |



Kissinger to advise GEC


## rebukes <br> Chapple


$\frac{\substack{\text { Anfbialace mer, drop strike. } \\ \text { treat, } P \text { zase } 10}}{\text { Team named }}$ for Lloyd's. inquiry


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## Hot money comes back to gilts



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